



eBook

3 steps to automate fleet profits

Work faster and more efficiently with
a smaller, leaner team.

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Introduction

Optimize your fleet in three simple steps

Let's cut to the chase – fleet managers don't have much time. In order to squeeze more profits out of their daily grind, they need to have some extra help. That's the purpose of this guide – to quickly introduce readers to automations that will help them:

1. Win new customers.
2. Service more customers without increasing costs.
3. Maximize employee productivity.

We'll describe how each of steps work, then introduce automations that support their implementation. Read on to make your fleet stronger than ever.





Step one

Win new customer

Expand your customer base with tools that will:

1. Prove you have the assets to get the job done.
2. Share live ETA.
3. Show personalized real-time shipment data.

Tool 1

Live ETA

Live ETA automatically shares shipments' real-time GPS and ETA data with customers.

How live ETA increases profits

The surest way to increase profits is also the most straightforward - get more business. In an increasingly competitive marketplace, the most effective way to win customers is to advertise features that your competitors don't offer. And Live ETA an automated feature that [convinces customers your services are best-in-class.](#)

How it works

1. Add GPS devices to your fleet.
2. Tell potential customers by advertising the feature on your website or including the feature in sales pitches.
3. Before your first shipment, [activate the feature](#) and send it to the customer's email address.

Quick summary

FleetUp live ETA lets you customize each delivery's arrival radius. Select 0.25 miles to give customers time to prepare for unloading. Or select 100 meters to inform customers the second their shipment is at the door.



Step one

Win new customer

Tool 2

Arrival confirmation

The moment a shipment arrives at its destination, arrival confirmation sends an automated notification to the recipient.

How arrival confirmation increases profits

Like Live ETA, arrival confirmation helps you win customers by advertising features that your competitors don't offer.

How it works

1. Add GPS devices to your fleet
2. Advertise the feature on your website or include the feature in sales pitches.
3. As soon as a shipment is ready to go, activate the feature and send it to the customer's email address.

Tool 3

FleetUp's Monday.com integration

How FleetUp and Monday.com increase profits

Monday.com is a work management software platform that serves customers across hundreds of verticals. FleetUp's Monday.com integration allows users to access all of the data that FleetUp tracks via their Monday.com platform. Users can create personalized "boards" that display custom real-time tracking data. By sharing links to these boards, they keep customers informed and optimize collaborations with partners.

How it works

1. Choose what tracking data you want to share with a customer or partner.
2. Add that real-time data to a new custom board.
3. Send the board's link to your customer or partner.

Quick summary

FleetUp's arrival

confirmation can be paired with Trip Replay Videos. If a customer wrongly claims that your shipment didn't arrive, you can respond with a video that proves delivery was attempted!

FleetUp's Monday.com

integration is a powerful tool for customers who don't want to have to teach their team how to use new software. If their business is already on Monday.com, all they have to do is show their co-workers and employees where to find FleetUp's data on the platform.

Step two

Serve more customers

Fuel Waste Trend

Do more work (without increasing overhead!) with tools that will:

1. Increase asset use by automatically showing the location of every available asset.
2. Reduce the time assets are out-of-use by automatically monitoring engine health.

Tool 4

Utilization reports

Utilization reports automatically locate every available asset.

How utilization reports increase profits

Utilization reports reduce idle time. Whenever a new job needs to be done, managers can instantly find the nearest asset that's available and ready to go.

How it works

1. Set up geofences around all of the lots and warehouses where you store assets.
2. When you have a new job that needs to be done, click "Utilization."
3. The report will show you the ready-to-use asset at the lot or warehouse nearest to the job.

Quick summary

FleetUp's utilization reports

can be personalized to meet your exact needs. Want to expand the radius to include assets that aren't ready in the lot, but are nearby? You can do that with FleetUp.

Step two

Serve more customers

Tool 5

Real-time engine diagnostics

Real-time engine diagnostics automatically send DTCs (diagnostic trouble codes) to mechanics and managers.

How real-time engine diagnostics increase profits


Instead of guessing when assets should be removed from service and sent to the mechanic, real-time engine diagnostics users know exactly when assets need to be fixed. [By cutting the time that assets are in the shop, businesses can do more work with the same number of assets.](#)

How it works

1. Install DTC-monitoring devices on assets.
2. Give mechanics, administrators, and/or managers access to real-time DTC alerts.
3. When an engine is on the fritz, the alert will automatically be sent to the right person, so they can fix the problem ASAP.

Quick summary

FleetUp's real-time engine diagnostics are even more powerful when they're paired with our [E-Maintenance Scheduling tool](#). Users who combine DTCs with centralized mechanic records slash repair costs to the bare minimum.



Step three

Maximize employee productivity

Get the full potential out of your team with tools that will:

1. Reduce driving time by identifying slow routes.
2. Help drivers visit more locations in one day by identifying sites with long detention times.
3. Help managers work more efficiently by centralizing all company workforce records in the same online platform.
4. Help managers coach problem drivers by automatically monitoring their behavior.
5. Eliminate communication problems by using a mobile app.

Tool 6

Package analysis

Package analysis reveals which routes are fastest.

How package analysis increases profits

By identifying and avoiding inefficient routes, businesses can do more jobs with the same number of drivers.

How it works

1. Identify a trip your drivers take often. For example, from your lot to a port.
2. Track the trips for a week.
3. Calculate each route's average drive times. Share the information with your drivers - tell them to avoid routes with longer times.


Quick summary

FleetUp's arrival

confirmation can be paired with Trip Replay Videos. If a customer wrongly claims that your shipment didn't arrive, you can respond with a video that proves delivery was attempted!

FleetUp's package analysis

can be paired with Route4Me: Automatically plan an entire day of trips, with multiple destinations and multiple drivers, by simply clicking a button.



Step three

Maximize employee productivity

Tool 7

Geofence visit time

Geofence visit time automatically shows which locations have the highest detention time.

How geofence visit time increases profits

By cutting detention time, businesses can complete more jobs with the same number of drivers.

How it works

1. [Draw geofences around each of the sites your vehicles visit.](#)
2. Review automated reports that show which sites have longer-than-average detention times.
3. Contact the people who manage those sites. Show them what you've learned. If they can't reduce their [detention times, consider adding additional detention time charges to their bill.](#)

Tool 8

Workforce management

Workforce management centralizes job assignments on an online platform.

How workforce management increases profits

When employees can remotely check schedules via mobile, they [do more jobs in less time.](#)


How it works

1. Log into your [Workforce Management Platform.](#)
2. Check "Assignments" to see which employees are free when.
3. [Assign jobs to free employees.](#)

Quick summary

With **FleetUp's geofence visit time**, you can also track the time individual vehicles are in detention. If the problem isn't a poorly managed loading dock, but a poorly performing driver, you'll know.

FleetUp's workforce management automatically organizes driver time cards, job quotes, and job costs. Because administrative tasks are automated, office staff can do less record-keeping work and more profit-generating work.



Step three

Maximize employee productivity

Tool 9

FleetUp AI Dashcam

Geofence visit time automatically shows which locations have the highest detention time.

How the FleetUp AI Dashcam increases profits

Fleet management teams have always had to spend time making sure their staff drives safely. Not anymore. The FleetUp AI Dashcam does the job for them, watching drivers 24/7, recognizing tiredness, use of phones, and other distracted behaviors. The moment it detects these behaviors, its AI voice assistant tells drivers to stop their reckless behavior, reducing the risk of [accidents and fleet liability](#).

How it works

1. Install FleetUp's dashcam.
2. Tell drivers to pay attention to their AI voice assistant.
3. Let FleetUp's AI do the work of monitoring fleet safety.

Tool 10

Mobile apps

Mobile apps pair with FMS (Fleet Management Systems) and centralize a company's most important information - job assignments, regulatory filing, communication records, and more.

How mobile apps increase profits

Communication problems create inefficiencies. Centralizing communication keeps everyone on the same page - and makes teams work at their full potential.

How it works

1. Have employees download the app onto their phones.
2. Train employees how to use their new app.
3. Give administrative access to administrators and managers, so they can use the app to assign jobs, send messages, and more.

Quick summary

When the **FleetUp AI Dashcam** is installed in a vehicle, fleets will be more likely to prove they're not liable for accidents that do occur. 80% of car-truck crashes are caused by cars – use the dashcam's automatically uploaded recording to prove your driver wasn't at fault.

FleetUp's customer

support team will teach your staff how to use our app. And if a tech-phobic employee forgets something they learned in training, our support lines are open 24/7.

Conclusion

The automated future is already here

According to a recent Washington Post report, COVID-19 spurred many companies to adopt innovations they would have otherwise put off. Because businesses had to work with fewer in-office employees and scarce resources, they quickly learned how to automate manual processes.

McKinsey & Company confirms the Post's story. According to their analysis, "Companies shifted rapidly to online channels, automated production tasks, increased operational efficiency, and sped up decision making and innovation of operating models." They predict that these businesses will contribute to skyrocketing productivity rates.

New levels of innovation, increased automation, and improving productivity will separate tomorrow's winners and losers. Patrick Harker, president of the Federal Reserve Bank of Philadelphia, recently wrote, "During the pandemic, firms became more productive and learned to do more with less." And the firms that didn't figure out how to increase productivity? They're going to find themselves on a wildly uneven playing field where they quickly fall behind.

Automations help fleets do more with less. And fleets that stick to their same old, tried and true formulas will find themselves outcompeted by fleets that adopt new, innovative technologies. Be part of the next wave of fleet innovation and automate your organization.

For more information , visit www.fleetup.com

Learn more



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